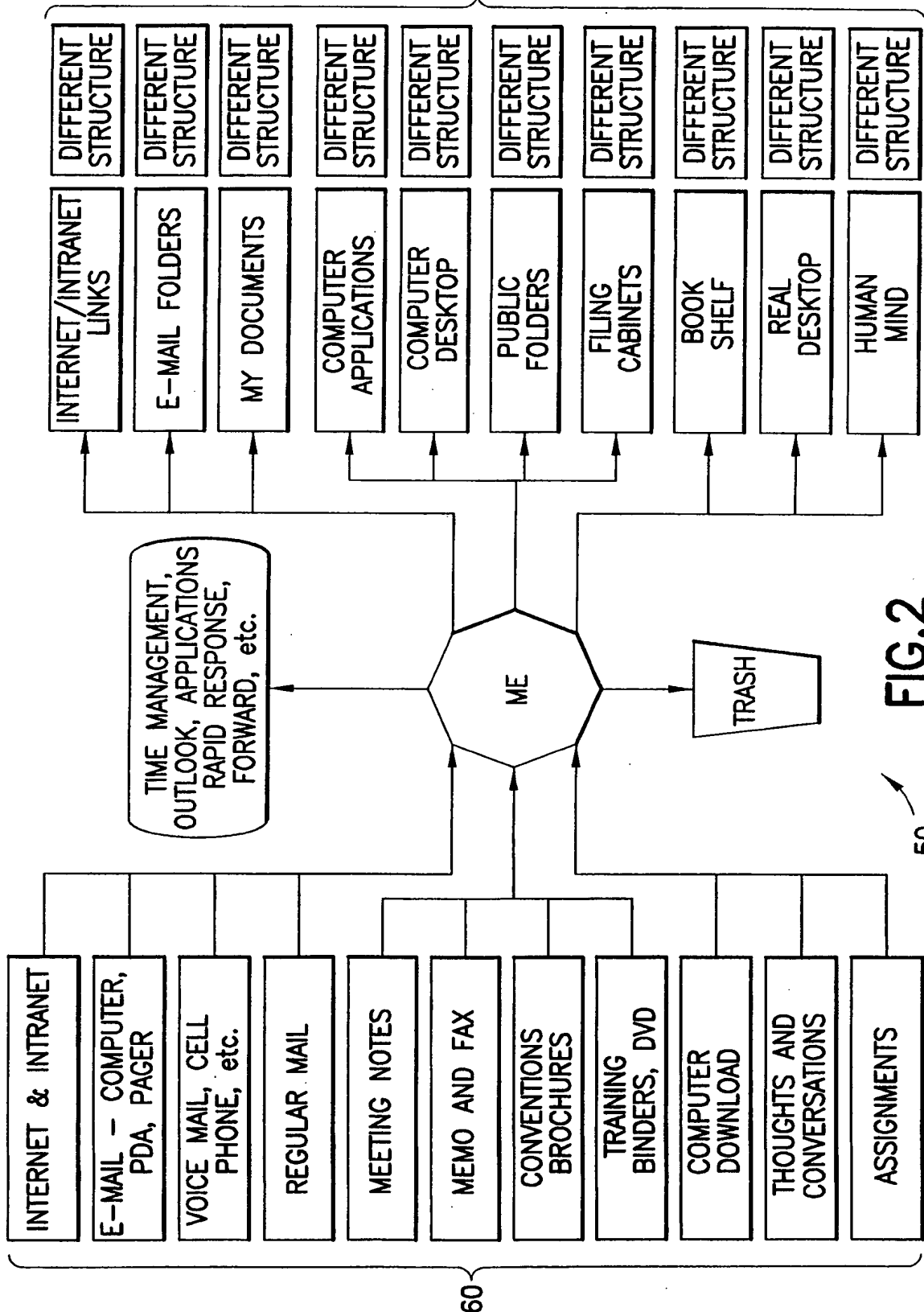


FIG. 1
PRIOR ART

PEOPLE AND PROCESS MULTIPLE UNCONSOLIDATED DIVERGENT SYSTEMS



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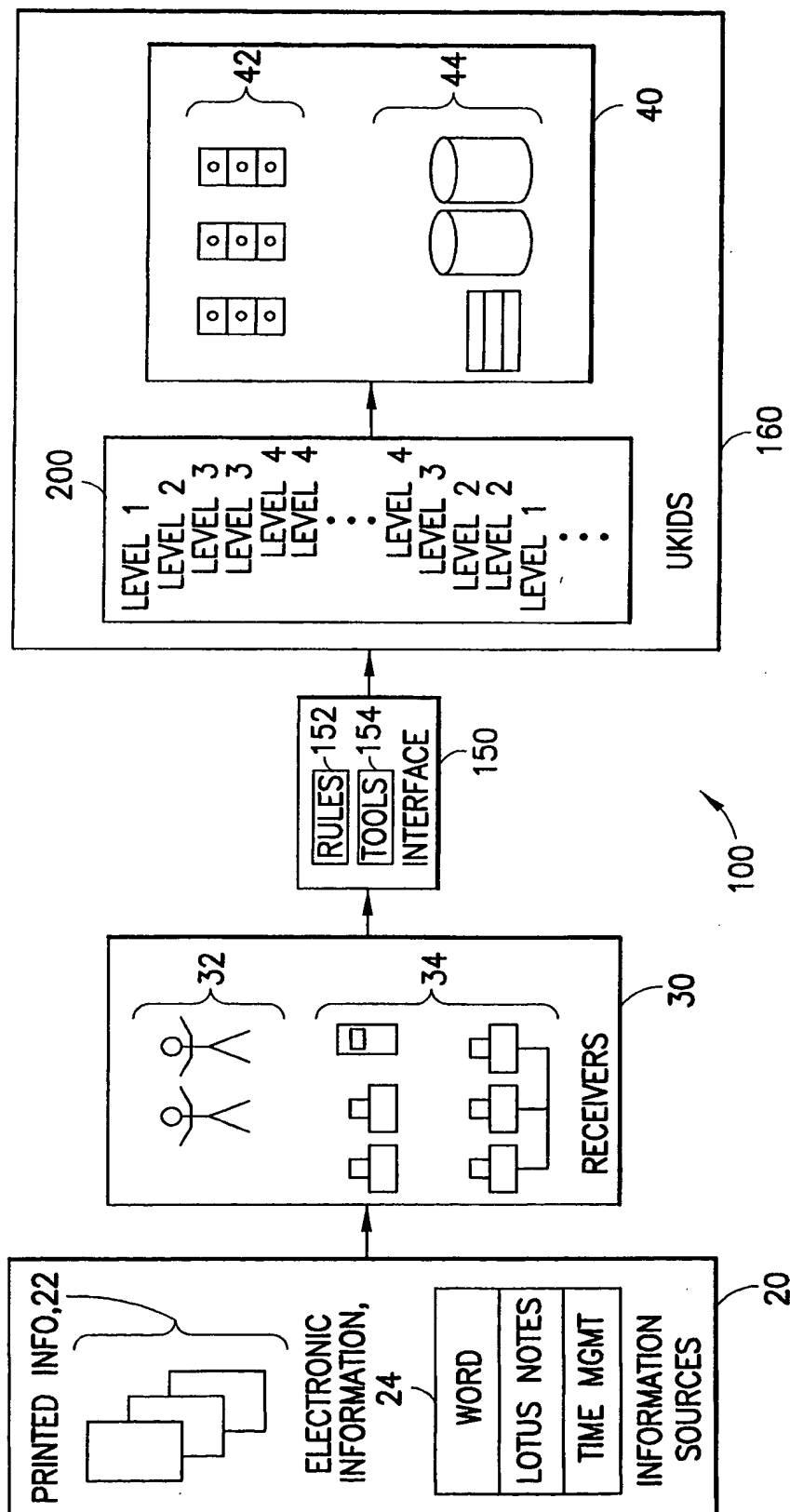


FIG.3

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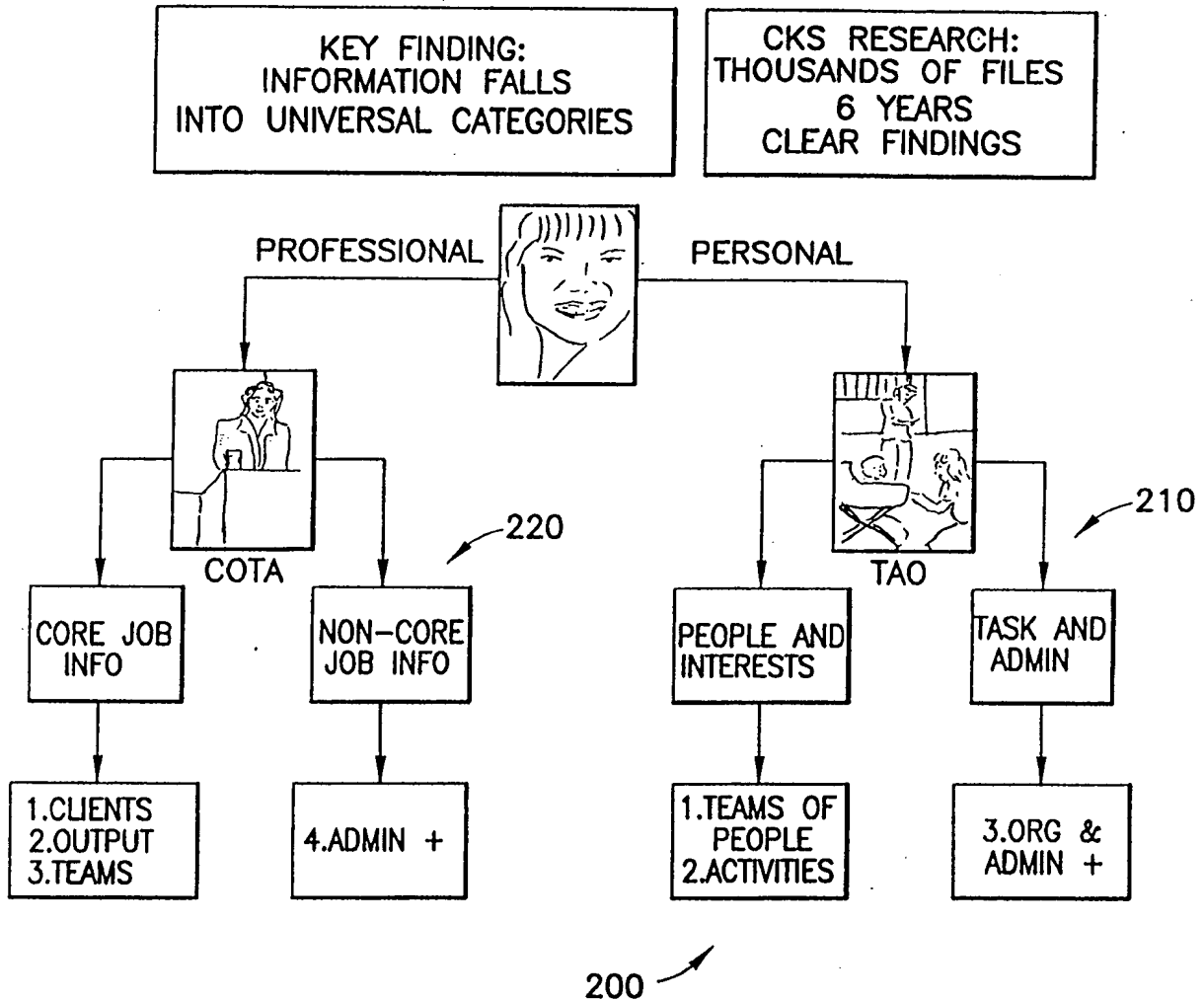


FIG.4





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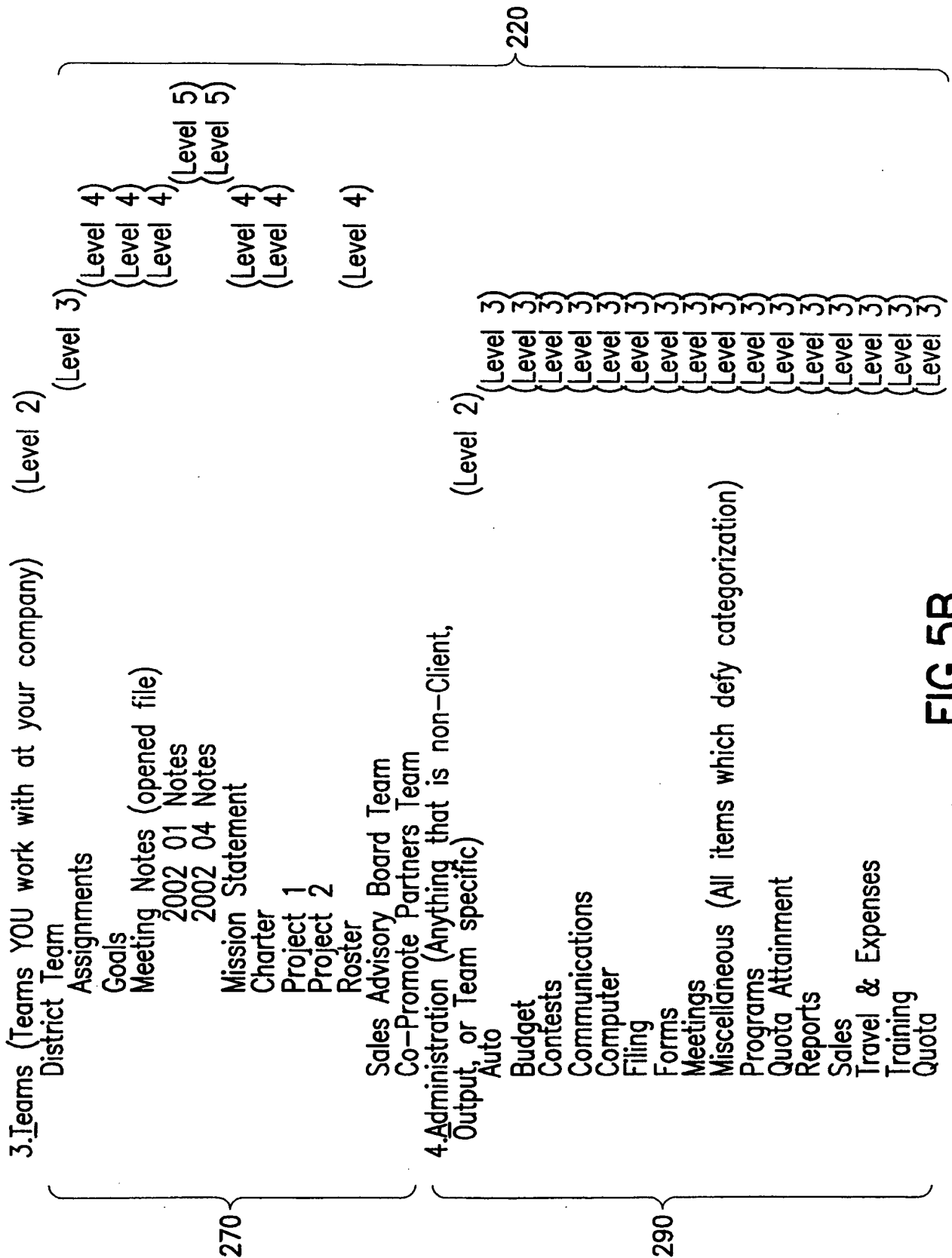


FIG.5B

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SCALEABLE

GROUP	SALES DIV.	MARKETING DIV.	HR DIVISION	ADMIN. DIV.	INDIVIDUAL
GLOBAL ENTERPRISE COTA	GLOBAL SALES COTA	GLOBAL MARKETING COTA	GLOBAL HUMAN RESOURCES COTA	GLOBAL ADMINISTRATION COTA	CEO COTA
GLOBAL BUSINESS UNIT COTA	SALES BUSINESS UNIT COTA	MARKETING BUSINESS UNIT COTA	HUMAN RESOURCES BUSINESS UNIT COTA	ADMINISTRATION BUSINESS UNIT COTA	VP COTA
GLOBAL DIVISION COTA	SALES DIVISION COTA	MARKETING DIVISION COTA	HUMAN RESOURCES DIVISION COTA	ADMINISTRATION DIVISION COTA	DIR. OF BUSINESS UNIT COTA
GLOBAL DEPARTMENT COTA	SALES DEPARTMENT COTA	MARKETING DEPARTMENT COTA	HUMAN RESOURCES DEPARTMENT COTA	ADMINISTRATION DEPARTMENT COTA	MIDDLE MANAGER COTA
GLOBAL TEAM COTA	SALES TEAM COTA	MARKETING TEAM COTA	HUMAN RESOURCES TEAM COTA	ADMINISTRATION TEAM COTA	TEAM MANAGER COTA
INDIVIDUAL COTA	SALES INDIVIDUAL COTA	MARKETING INDIVIDUAL COTA	HUMAN RESOURCES INDIVIDUAL COTA	ADMINISTRATION INDIVIDUAL COTA	INDIVIDUAL COTA

300

310

320

330

340

350

UNIVERSAL

FIG.6

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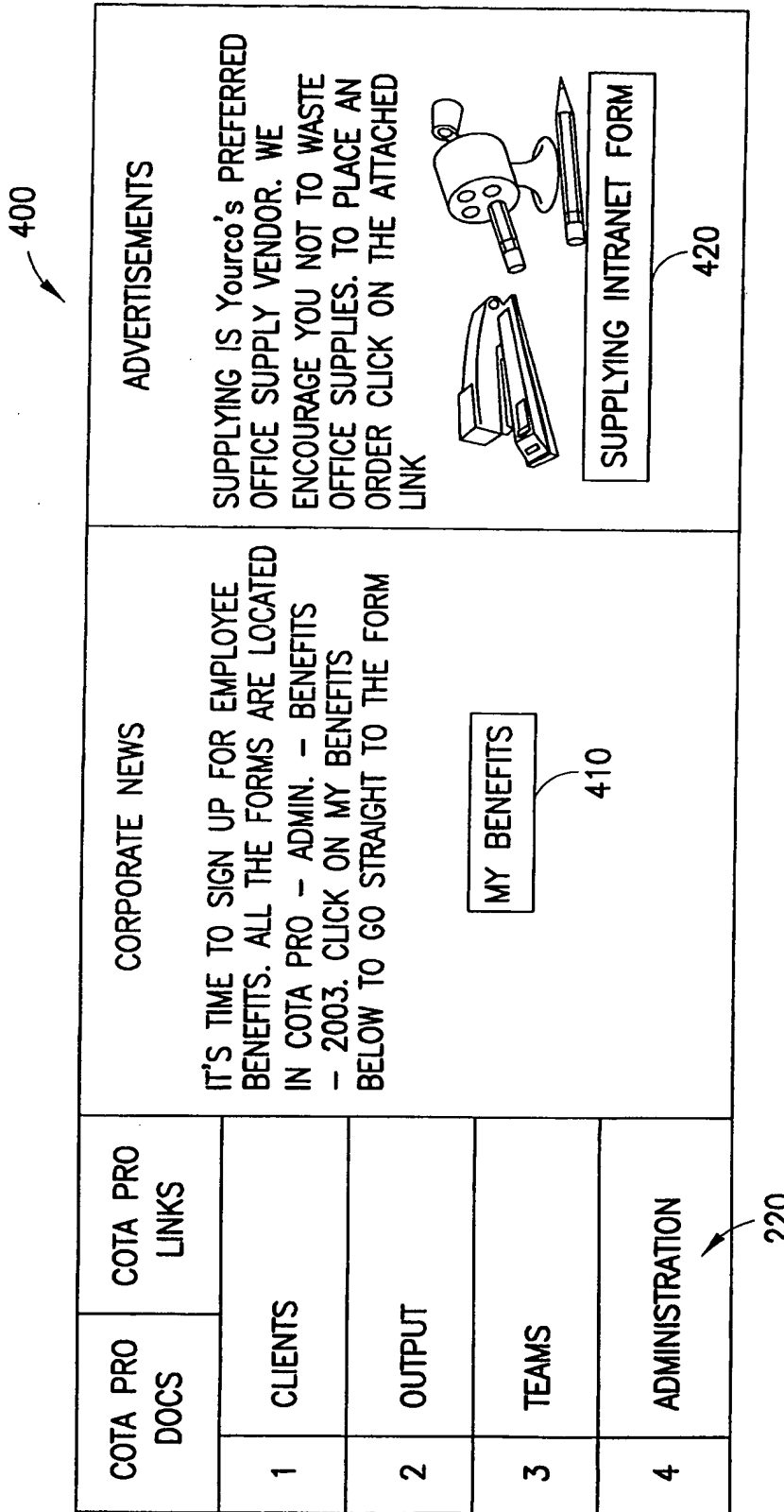


FIG.7

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002 11 Widget Pricing – Message (Rich Text)

File Edit View Insert Format Tools Actions Help

Arial 10 A B I U Options...

Send

To... Cc... Subject: 002 11 Widget Pricing

adfafadsfascdf

Bill, Here is the latest update on Widget Pricing. Review and Store in COTA.

002 11 Widgets Pricing 2003.do... COTATarget Button

Click and Store

Title: 002 11 Widgets Pricing 2003 COTAPath: Output – Widget – Pricing

460







470

450

FIG.8

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	SENDER	DOCUMENT DELIVERED	DELIVERY LOCATION	DOCUMENT
1	SALES ADMIN.	 TERRITORY COMPOSITION REPORTS	1.CLIENT/GENERAL CLIENT INFORMATION/REPORTS	MONTHLY TERRITORY UPDATE REPORT NO MAJOR CHANGES
2	SALES ADMIN.	 003 04 NEW CAR POLICY COMING IN JUNE	4.ADMIN/COMPANY CAR/NEW CAR POLICY	NEW CAR POLICY ONLY RELEVANT WHEN YOU HAVE OVER 50K MILES ON YOUR CAR
3	PUBLIC RELATIONS	 003 04 PRESS RELEASE ABC CEO .ms	4.ADMIN/PR/CEO SPEECHES	OUR CEO'S POSITION ON WIDGETS AND THE ECONOMY
4	NEW ROSTER FOR SAN DIEGO DISTRICT	 ROBAT DOCUME	3.TEAMS/DISTRICT TEAM/ROSTER UPDATE	SHERYL KELLY INFORMATION ADDED TO ROSTER
5	HR	 003 04 MD LIST FROM HR.msg	4.ADMIN/HR/BENEFITS PLANS/MDs	2 NEW DOCTORS AVAILABLE THROUGH OUR HEALTH PLAN
6	MARKETING	 003 04 COPY OF YESTERDAY'S PRESENTAT	2. OUTPUT/WIDGETS/MARKETING PRESENTATIONS	COPY OF YESTERDAY'S PRESENTATION ON WIDGETS AND THE AMERICAN WAY OF LIFE

480

FIG.9

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COTA SECURITY ALERT CHART

HIGH PRIORITY DOCUMENTS MANIPULATED IN FINAL MONTH OF EMPLOYMENT

PRIORITY AVERAGE CHART

- PRIORITY AVERAGE 1-2=HIGH
- PRIORITY AVERAGE 2-3=MED.
- PRIORITY AVERAGE 3-4=LOW

Legend:

- FILES DELETED
- FILES COPIED
- FILES PRINTED

Month	Priority	Avg	Files Deleted	Files Copied	Files Printed
MAR-02	PRIORITY	AVG=2.9	10	10	10
APR-02	PRIORITY	AVG=3.2	10	10	10
MAY-02	PRIORITY	AVG=3.6	10	10	10
JUN-02	PRIORITY	AVG=3.0	10	10	10
JUL-02	PRIORITY	AVG=3.0	10	10	10
AUG-02	PRIORITY	AVG=3.0	10	10	10
SEP-02	PRIORITY	AVG=3.5	10	10	10
OCT-02	PRIORITY	AVG=3.8	10	10	10
NOV-02	PRIORITY	AVG=3.1	10	10	10
DEC-02	PRIORITY	AVG=1.2	480	480	480

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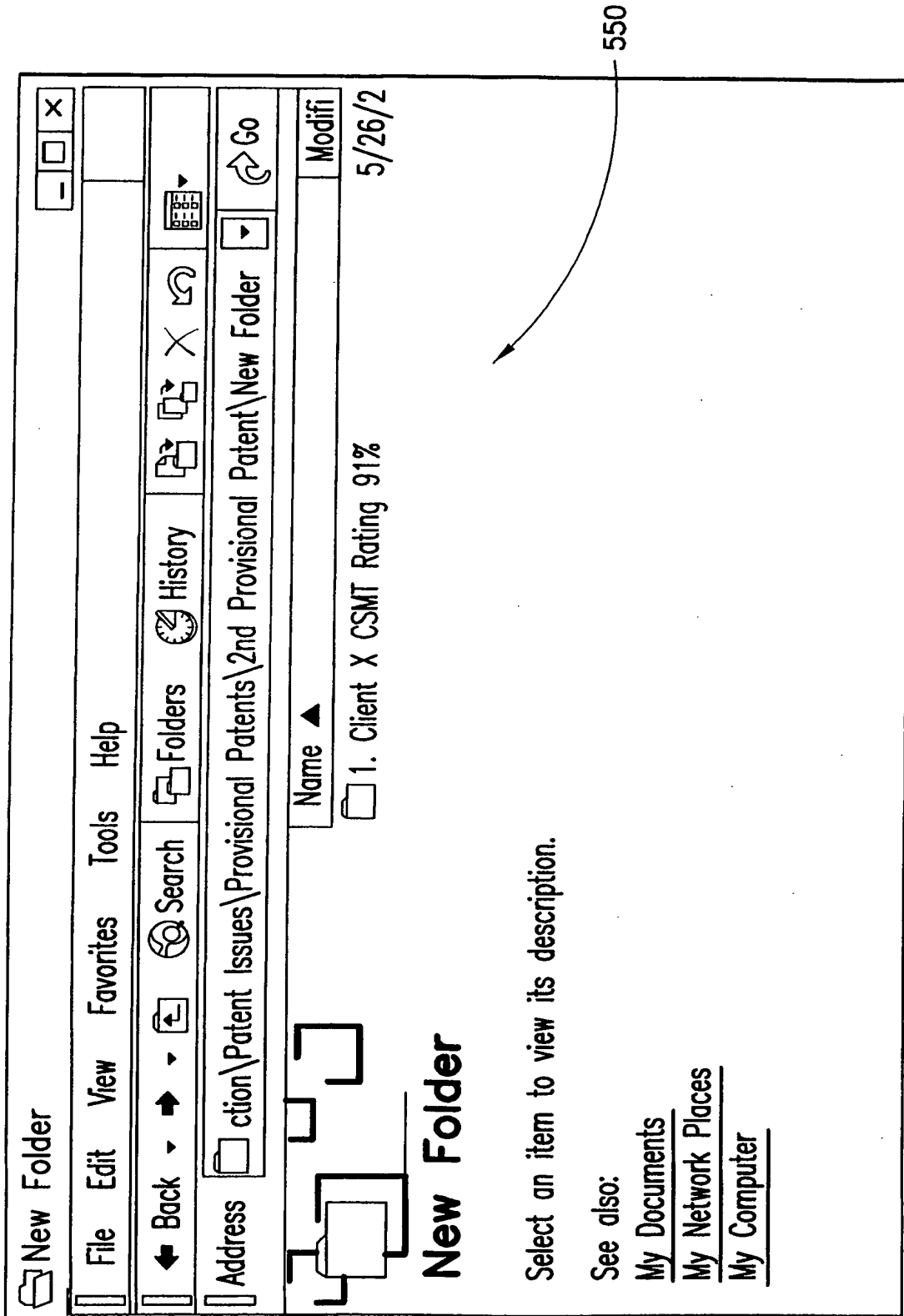


FIG.11

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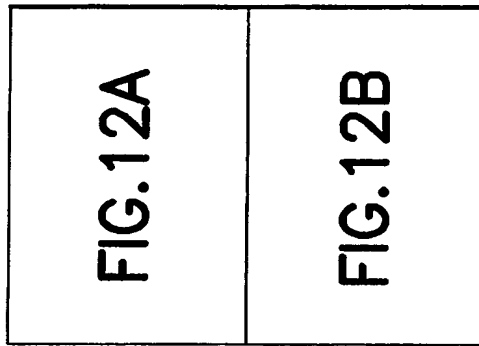
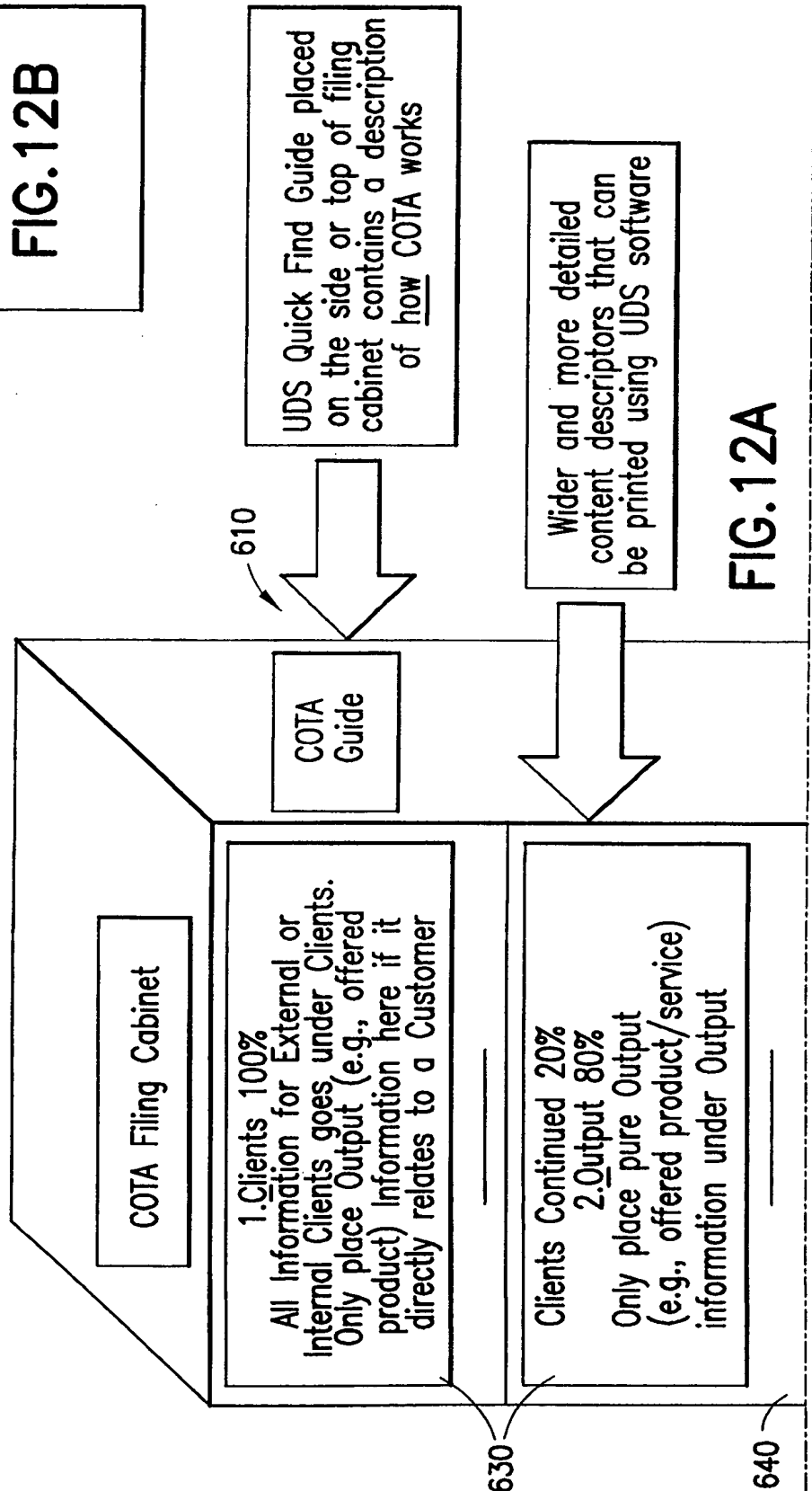


FIG. 12



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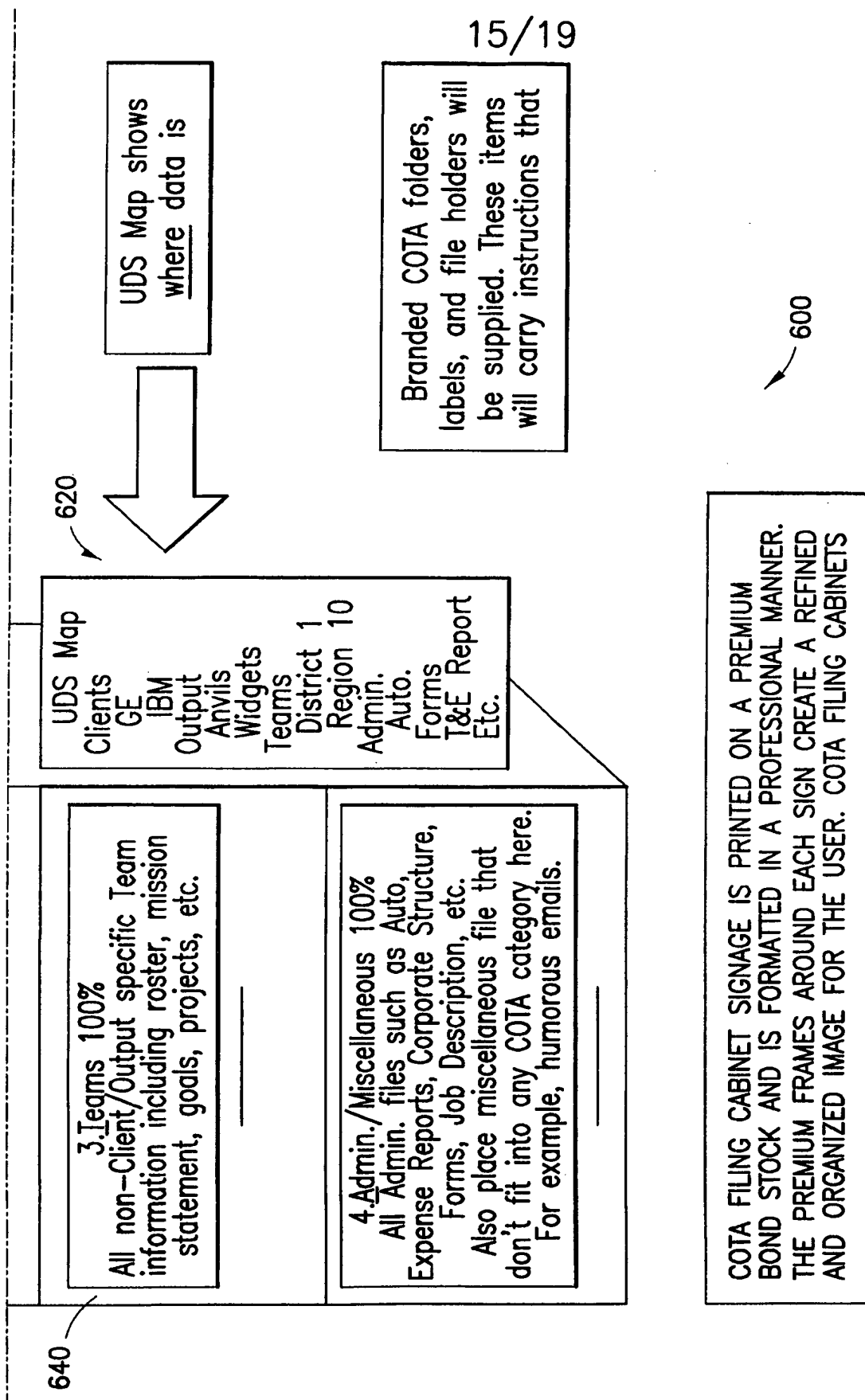


FIG.12B

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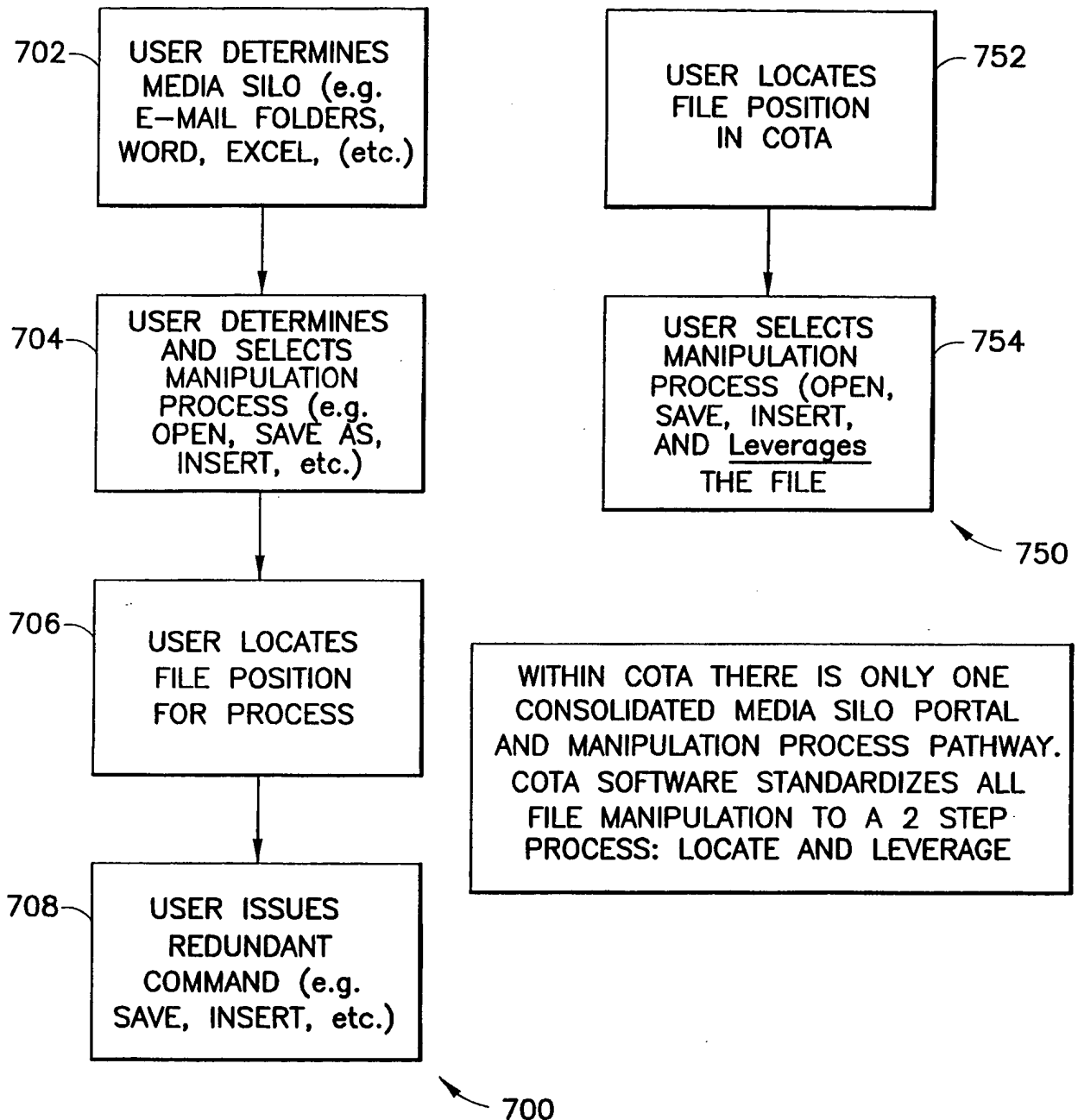
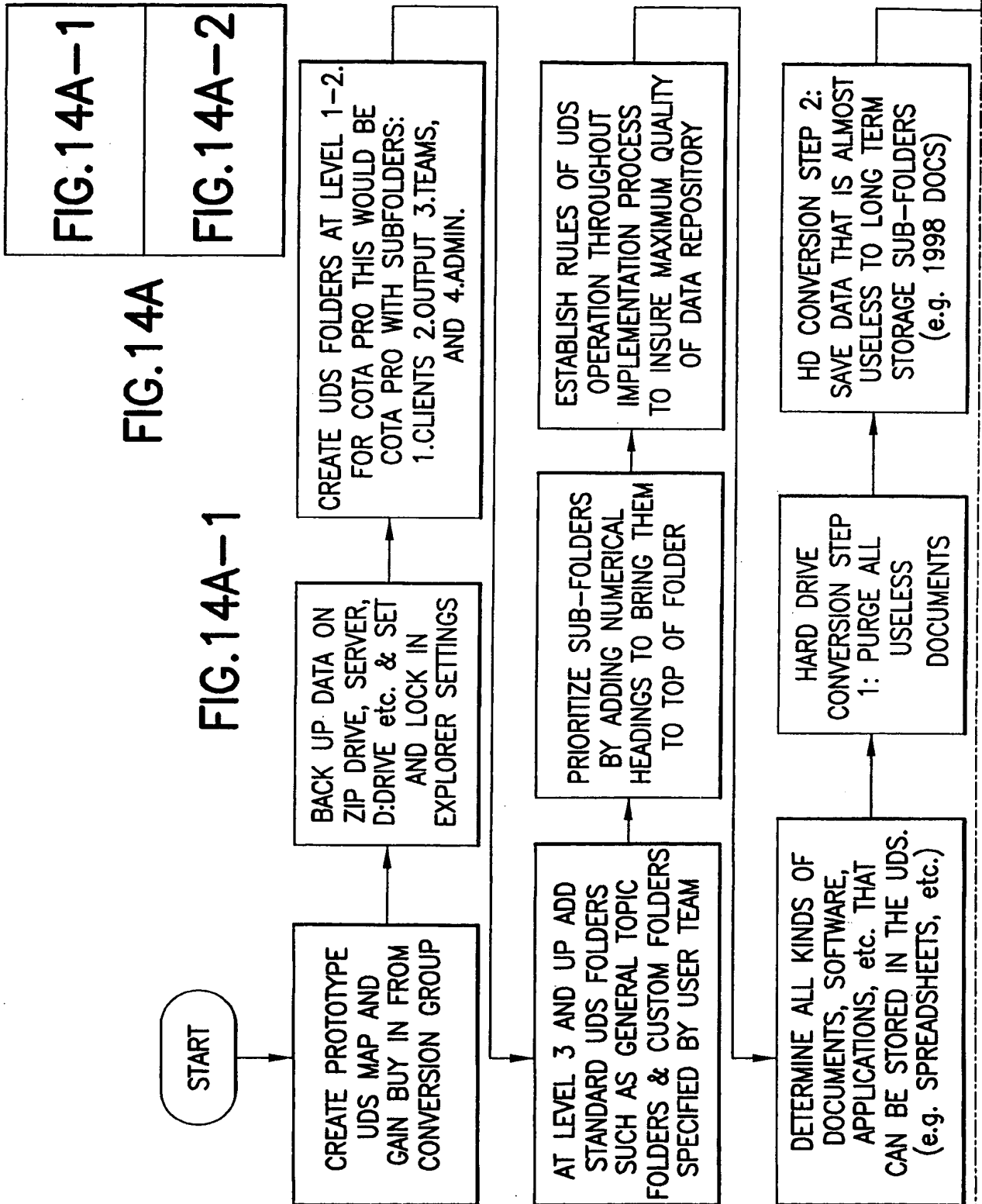
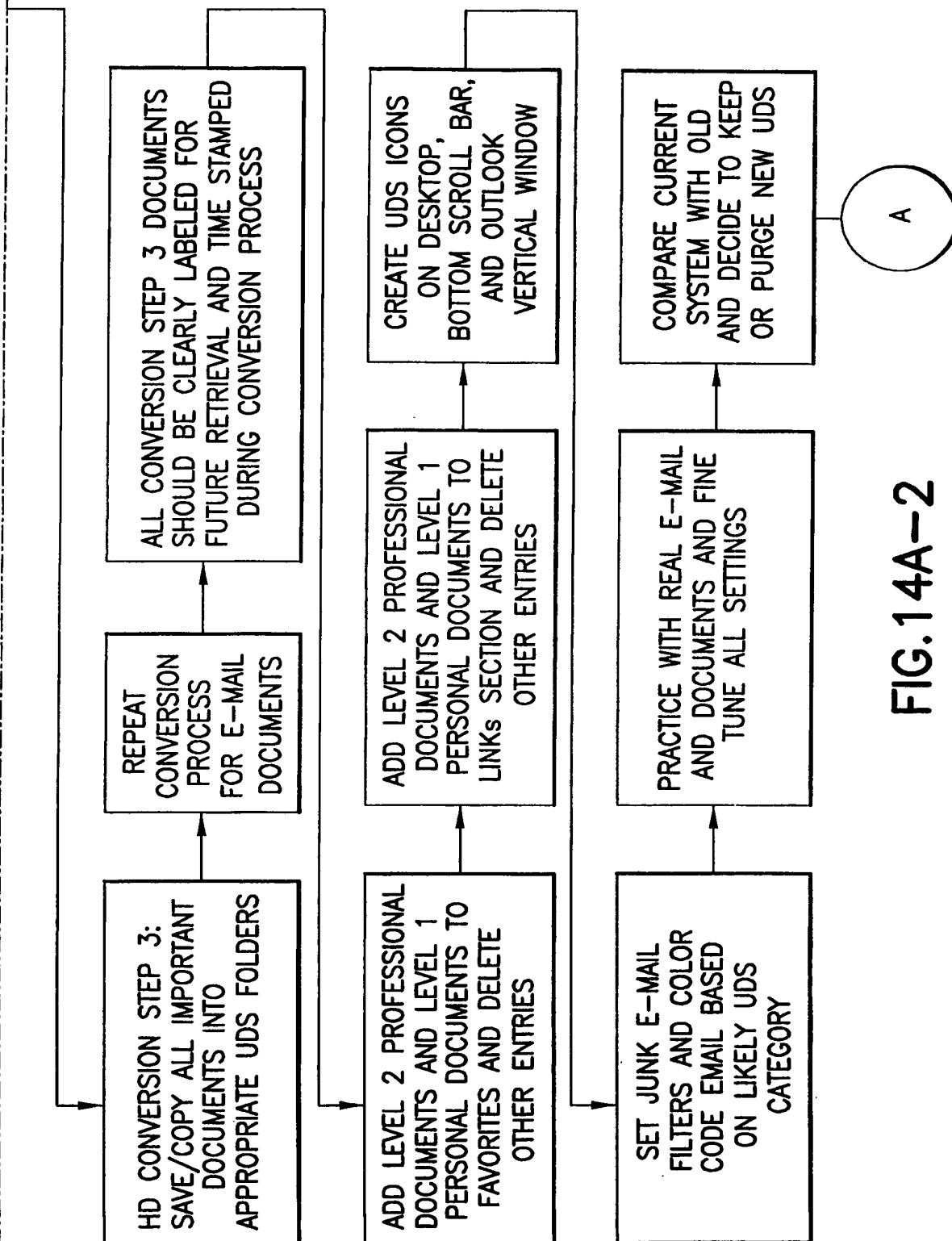


FIG.13

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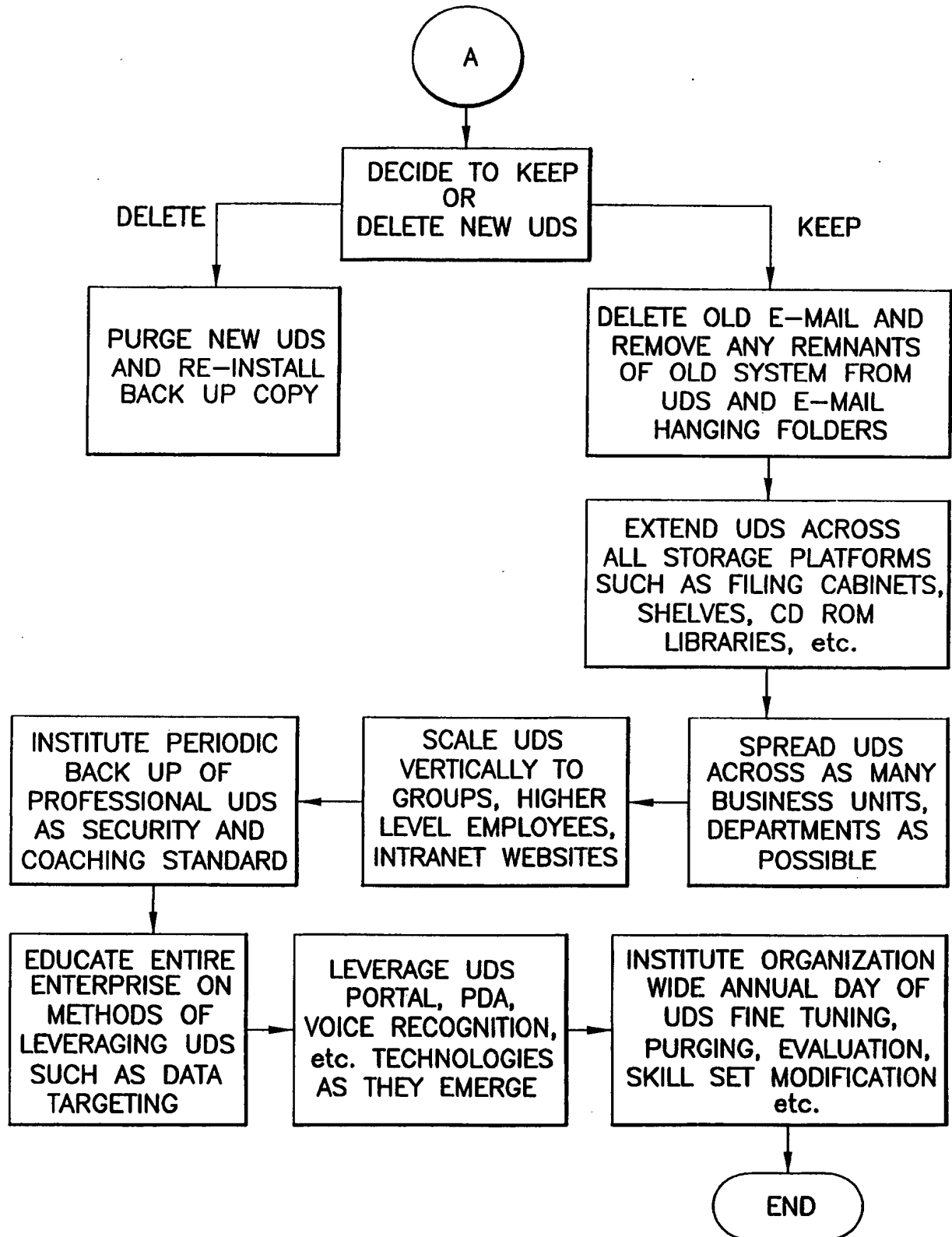


FIG. 14B